

Message Text

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45

ACTION AF-05

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R 081254Z AUG 74

FM AMCONSUL KADUNA

TO USDOC

INFO AMCONSUL IBADAN

AMEMBASSY LAGOS

SECSTATE WASHDC 2795

UNCLAS KADUNA 0567

E.O. 11652: N/A

TAGS: BEXP, BTRA

SUBJECT: NIGERIAN MERCHANTS LTD.

COMMERCE FOR CMM RYDLUN

1. SIX NORTHERN STATE GOVERNMENTS ARE FORMING COMPANY TO BE KNOWN AS NIGERIAN MERCHANTS LTD. UNDER THE DIRECTION OF THE INTERIM COMMON SERVICES AGENCY (ICSA). FIRM WILL HAVE EQUITY CAPITAL OF N20 MILLION. PLANS TO VENTURE INTO SEVERAL AREAS BUT FIRST PRIORITY IS ESTABLISHMENT OF PETROL HAULAGE AND DISTRIBUTION SERVICE FOR THE NORTH.

2. ALHAJI HALILU USMAN BIDA, PRESENTLY ASSISTANT GENERAL MANAGER OF NEW NIGERIA DEVELOPMENT CORP WILL BE GENERAL MANAGER OF NEW FIRM. BIDA HAS REQUESTED CONSULATE ASSISTANCE IN ARRANGING ONE WEEK VISIT TO U.S. IN SECOND HALF OF OCTOBER FOR HIM AND THE NEW FIRM'S CHAIRMAN, MR. S. B. DANIYAN, PRESENTLY MANAGING DIRECTOR OF NIGERIAN INDUSTRIAL DEVELOPMENT BANK. THEY WISH TO MEET WITH APPROPRIATE U.S. FIRMS REGARDING A POSSIBLE TECHNICAL SERVICES CONTRACT AND PURCHASE OF HAULAGE AND DISTRIBUTION EQUIPMENT.

3. BIDA WILL PROVIDE EXACT SCHEDULE FOR PLANNED TRAVEL ASAP. IN THE INTERUM HE WOULD APPRECIATE INDICATION OF US INTEREST AND GENERAL IDEA OF SCHEDULE THAT COULD

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BE ARRANGED.

4. FOR LAGOS: CONSOFF SUGGESTED POSSIBILITY THAT US OIL FIRMS ALREADY ESTABLISHED IN NIGERIA MIGHT BE INTERESTED. HE REACTED VERY POSITIVELY TO THIS SUGGESTION VIEWING IT AS A MEANS OF OBTAINING TECHNICAL SERVICES AND SOURCE OF SUPPLY AT THE SAME TIME.
TRAIL

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NNN

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